

*See page 2 for the job description in English.*

## Sales Account Manager

### Lecco, Italia

*Desideri inserirti in un'azienda già ben avviata e contribuire al suo sviluppo commerciale?  
Sei interessato a sviluppare nuove opportunità di vendita e sei in grado di trovare nuovi clienti?  
Sei in grado di intravedere il potenziale non sfruttato nei clienti già esistenti? Sei in grado di lavorare in modo indipendente e con una forte motivazione?  
Allora questo lavoro fa per te.*

DAFA Italia è alla ricerca di un nuovo sales manager da inserire nel nostro dipartimento vendite italiano con sede nei pressi di Lecco.

- Entrerai a far parte di un'azienda internazionale, energica e dinamica.
- Il tuo lavoro consisterà nel promuovere la tecnologia FIPFG, ricercare nuovi clienti, sviluppare e consolidare le relazioni con quelli esistenti.
- Farai parte di un team altamente specializzato e la tua opinione sarà ascoltata e valorizzata.
- Sarai supportato dal nostro Senior Sales Manager per tutta la fase iniziale di onboarding e formazione tecnica. Avrai l'opportunità di unirti ai colleghi di tutto il mondo nei corsi offerti dalla DAFA Academy.
- Avrai l'opportunità di parlare lingue straniere.

Il candidato ideale per DAFA Italia lavora in modo strutturato e mirato. Deve essere interessato al suo lavoro e ha una predisposizione per la tecnica. Le sfide e la risoluzione dei problemi lo motivano nella vita quotidiana. E' affidabile nella comunicazione e sa parlare con persone di ogni livello. E' un giocatore di squadra ed è in grado di partecipare a progetti con altri colleghi di DAFA Italia, per trovare le soluzioni giuste per i clienti.

In qualità di dipendente di DAFA, ti viene offerto un lavoro indipendente in un'azienda sana che ti offre opportunità di crescita professionale distinte e impegnate. Verrai assunto, dopo un primo periodo di prova, secondo il contratto nazionale vigente.

Invia la tua candidatura e il tuo CV a: **lap@dafa-italia.it**

# Sales Account Manager

## Lecco, Italy

*Would you like to make an impact in an already well-functioning company and help lift it commercially? Do you have an interest in developing new sales opportunities, and can you find new customers? Do you see untapped potential in already existing customers? Can you work independently and with a high drive? Then this job is for you.*

DAFA Italia is looking for a new Sales Account Manager to be part of our Italian sales department based near Lecco.

- You will be part of an international, energetic, and dynamic company
- Your job will consist of promoting FIPFG technology, researching new customers, and developing and consolidating relationships with existing ones
- You will be part of a highly specialized team, and your opinion will be listened to and valued
- You will be supported by our Sales Manager throughout your initial onboarding and technical training, including the opportunity to join your global colleagues in the offered DAFA Academy courses
- You will have the opportunity to speak foreign languages

The ideal candidate for DAFA Italia works in a structured and targeted manner. You are interested in and have a flair for the technical. Challenges and problem-solving motivate you in everyday life. You are trustworthy in your communication and can talk to people at all levels. You are a team player and able to get involved in projects with other colleagues in DAFA Italia to find the right solutions for customers.

As an employee of DAFA, you are offered an independent job in a healthy company that gives you distinct, committed, and professional growth opportunities. After an initial trial period, you will be employed according to the national contract in force.

## Want to join our team?

Kindly send your application with your CV and other relevant documents to Lorena Antonia Porcu via E-mail: [lap@dafa-italia.it](mailto:lap@dafa-italia.it)

Application deadline: we will conduct ongoing screening and interviews, so please send your application, including your CV, at your earliest convenience.

Expected start date: as soon as possible.



## Who we are

Making small invisible changes with a big impact...

### At DAFA, we seal, we absorb, and we protect.

With a passion for foam and rubber, we are specialized in making small invisible changes with a big impact. We seal cold air from hot air - and absorb sound to create silence. We dampen vibrations, and we protect objects against shocks and damage. And while our products may seem unnoticeable, they are always irreplaceable.

### It all started in 1939 in Denmark.

What began as an entrepreneurial family business producing sealing strips of bronze has today expanded into an international operation - manufacturing the unimaginable across three continents. We cut, we print, and we innovate new solutions. From small nose pads for face masks to protecting large wind turbine blades during transportation, we combine cutting-edge production equipment with great engineering skills and know-how to develop solutions geared to the demands of the future.

### But it all begins with our people.

Engineers, operators, or quality controllers. At DAFA, everyone is a master of their craft, united into a culture like a family. Our ambitions are global, but our values are practical and local.

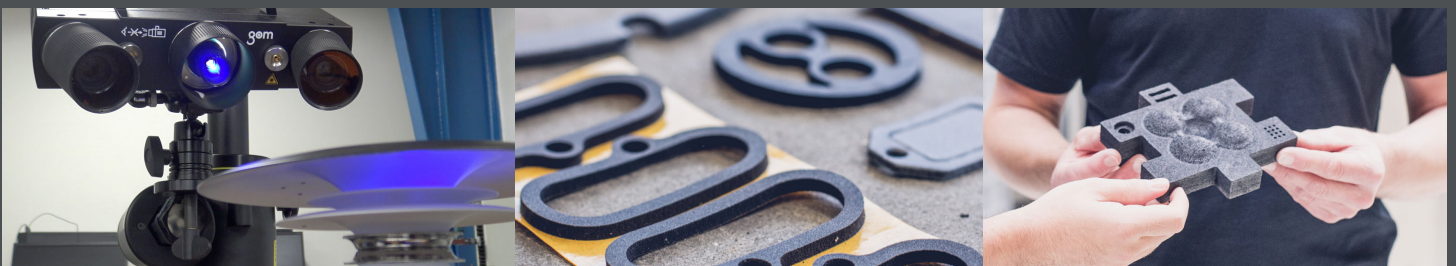
### World-class solutions driven by our passion for innovation and sustainability.

Like our products, being visible to the world is not the most important for us. We simply care about being good at what we do and the difference we can make. We go to work every day to earn the trust of each other and our customers - together shaping the future of manufacturing by pushing the industry standards for quality and more sustainability.

We want our 'invisible' products to bring a noticeable impact and make DAFA the best in the world at what we do. Seal, absorb, and protect. One innovative solution at a time.

For more information about DAFA, visit us on [LinkedIn](#) or [dafa-group.com](https://dafa-group.com)

Watch a short movie about DAFA [here](#)



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